

# CASE STUDY

## INCREASING VISIBILITY TO GAIN EFFICIENCIES

### MAIN OBJECTIVES

- Enterprise-wide visibility across 1,100 locations
- Simple and speedy consolidation of 300,000+ data points
- Optimized in-store operational process and energy management
- Actionable information to capture energy and facility maintenance savings coupled with execution on identified opportunities.



### BACKGROUND

Phoenix Energy Technologies first engaged with a retailer to help manage their struggle with their existing EMS system. They were manually monitoring their facilities, which left them in a very reactive mode of operation.

Like many national retailers, this company was unable to consolidate their data and achieve enterprise-wide visibility into their energy usage and their systems' operations at the unit and load level. Manual consolidation of information was time consuming and analyzing the data to determine the appropriate corrective actions was unworkable.

Without a big picture view of their information, a lack of historical data and analytics capabilities, they could not make strategic decisions to capture energy savings and drive proactive facilities management.

### SOLUTION

With Phoenix Energy Technologies complete energy management solution, this company gained enterprise visibility, actionable information and improved performance for their building portfolio of 1,100 locations.

The first step towards a proactive energy management strategy was the implementation of Phoenix Energy Technologies EEM software platform, EnterpriseDX®. Without new hardware or the need to visit a single site, Phoenix Energy Technologies EnterpriseDX® was able to access, consolidate and validate over 300,000 data points in less than 6 weeks.

Leveraging Phoenix Energy Technologies Advanced Analytics team of experts, they were able to upgrade their energy and facility maintenance management strategies. The Advanced Analytics team honed in on energy outliers and system inefficiencies utilizing building baselines, benchmarks, models and fault detection and diagnostics tools to deliver fast energy savings. Using a validated services process, Phoenix Energy Technologies EMS Monitoring team closed the savings loop by taking action on the savings opportunities identified by the Advanced Analytics team. In addition to receiving calls and remotely changing setpoints and schedules, the EMS Monitoring team troubleshoot issues to save on dispatching technicians whenever possible. If a technician was needed, EMS Monitoring worked as a liaison to track technician visits, walk them through the repairs if needed and validate that the repairs were completed.

Since the integration of the Phoenix Energy Technologies complete energy management solution, this retailer has seen results in the form of energy savings, facility maintenance savings, operational efficiencies and customer comfort.

### SNAPSHOT

**61% ROI**

Average Annual kWh  
Reduction:  
**20,572,342 Average**

Annual Energy  
Savings:  
**\$2.2 million**

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### RESULTS

Average Annual Energy Savings:	\$2.2 million
Average Annual kWh Reduction:	20,572,342
ROI:	61%
Simple Payback:	12 months

### NEXT STEPS

Even though Phoenix Energy Technologies has already helped this retailer meet and exceed their goals for the EEM program, we will continue to pursue even better performance. By using advanced energy modeling and simulation capabilities, Phoenix Energy Technologies will soon begin to deploy capabilities to allow this company's buildings to adjust setpoints and schedules based on changing weather, schedule or energy market conditions. And integration of EnterpriseDX®'s energy and building data with asset and maintenance systems will transform this company's existing preventative maintenance programs into predictive maintenance programs. By incorporating these additional enhancements into our solution, Phoenix Energy Technologies will keep driving this portfolio towards optimized costs and intelligent buildings capabilities.

